



AFSPC Small Business Program

AFSPC Fall Contracting Commanders Meeting

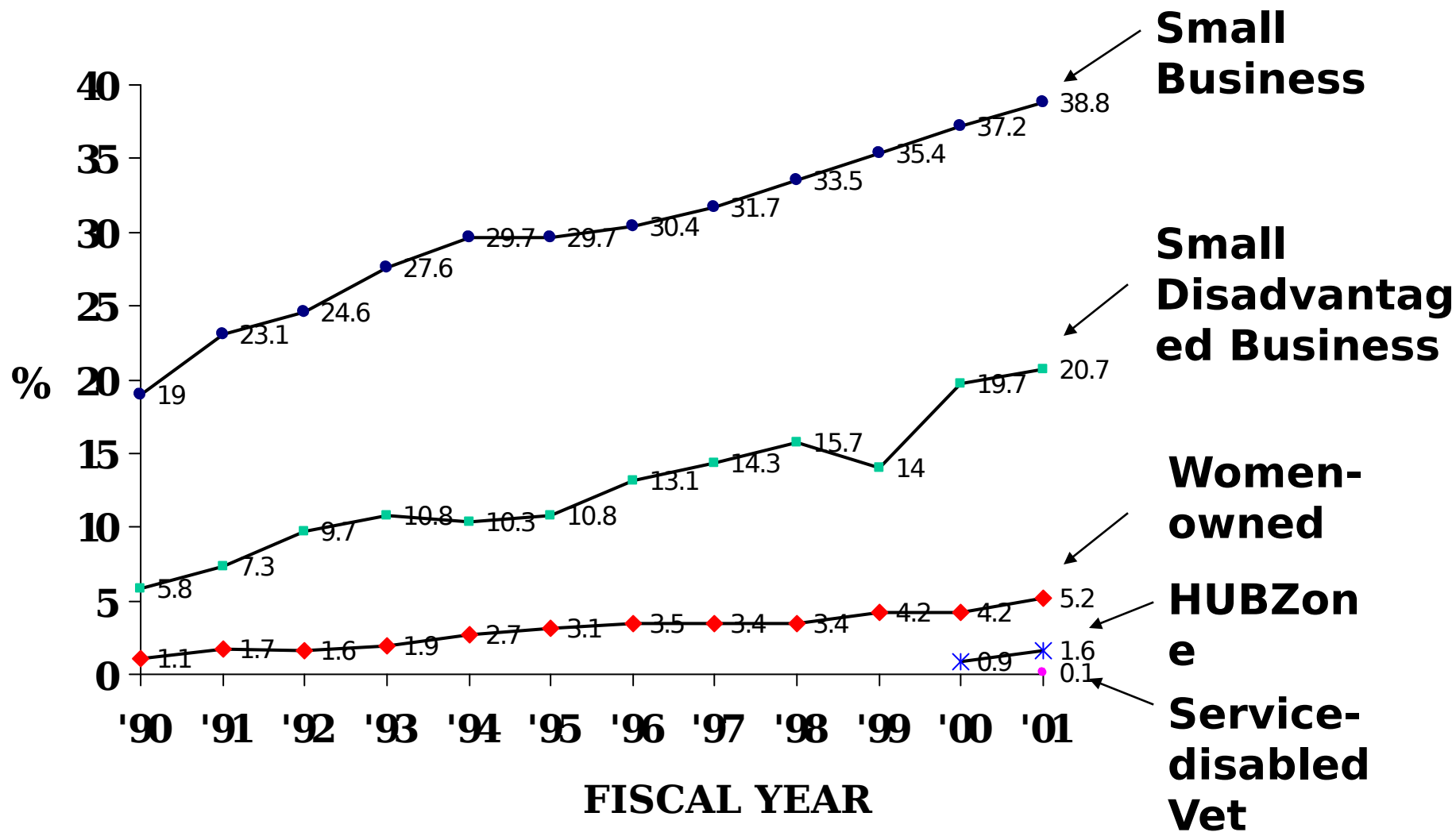
**Leona Fitzpatrick
HQ AFSPC/PKM
18 Nov 03**



- **FY 90 - 01 SB Program Statistics**
- **Impact of SMC Merger on SB Statistics**
- **FY 03 AFSPC Small Business Statistics**
- **FY 00 - 03 AFSPC Small Business Trends**
- **FY 03 Wing Statistics**
- **Order of Precedence**
- **DoD SB Program Reinvention**
- **FY 04 AF SB Initiatives**
- **DD Form 350 Plan for Accuracy**

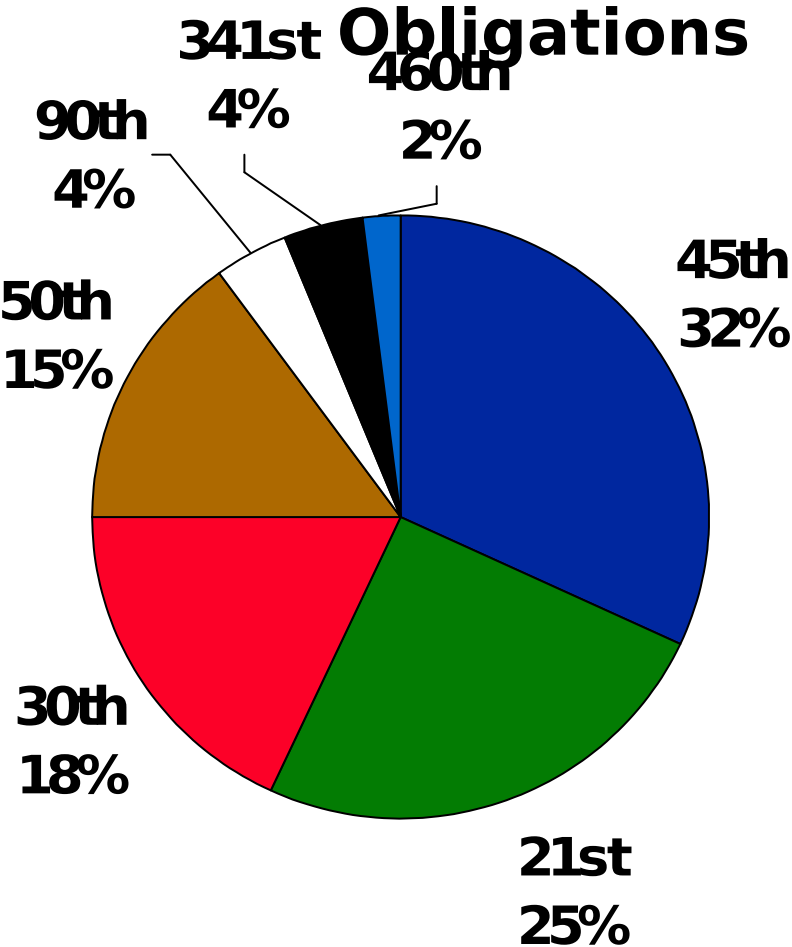
AFSPC Small Business Program

90-01

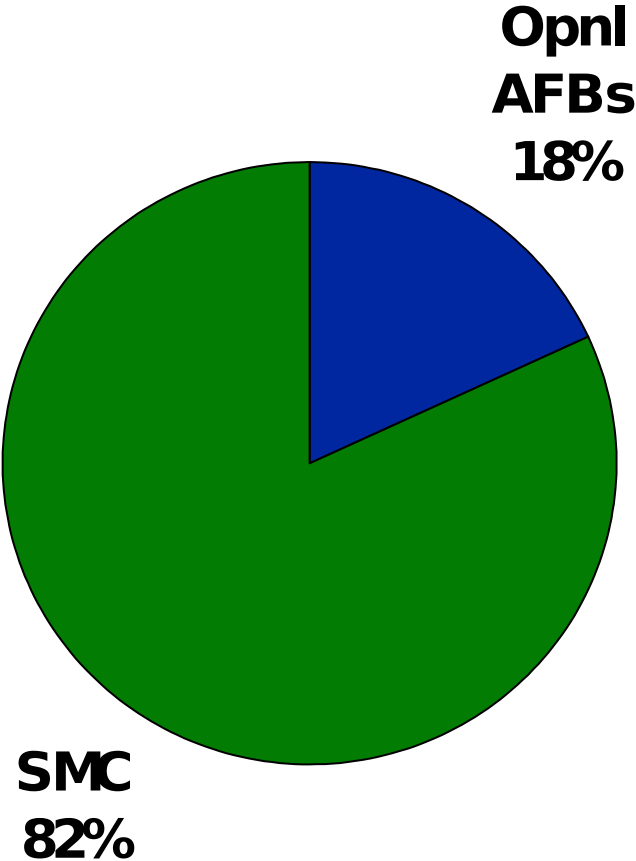


Impact of Space & Missile System Center (SMC) Merger

Proportion of AFSPC Obligations



**Pre Merger (\$900M)
Merger (\$5B)**



Post

Impact of SMC Merger

Total Obs

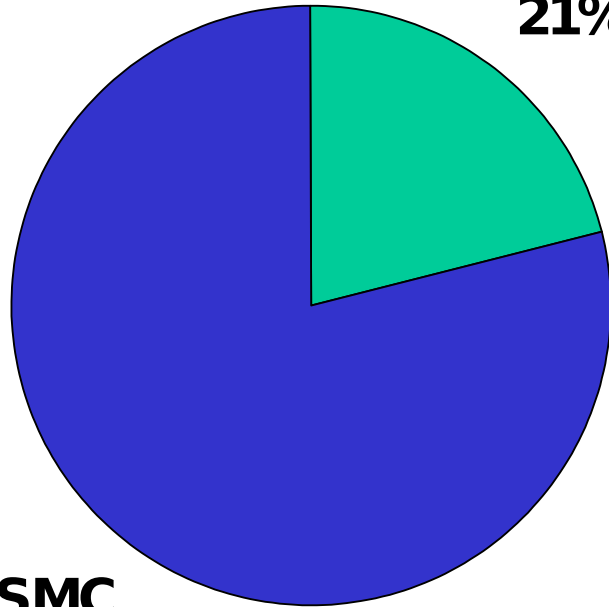
vs.

SB

Obligations

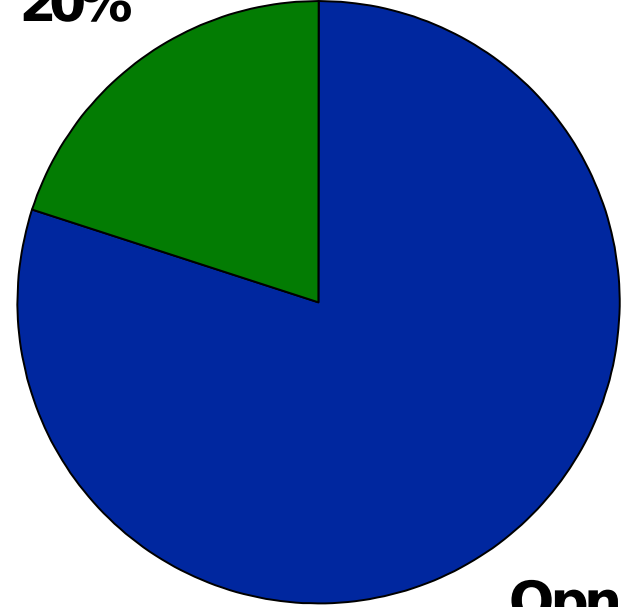
Opnl

21%



SMC
79%

SMC
20%



Opnl
80%

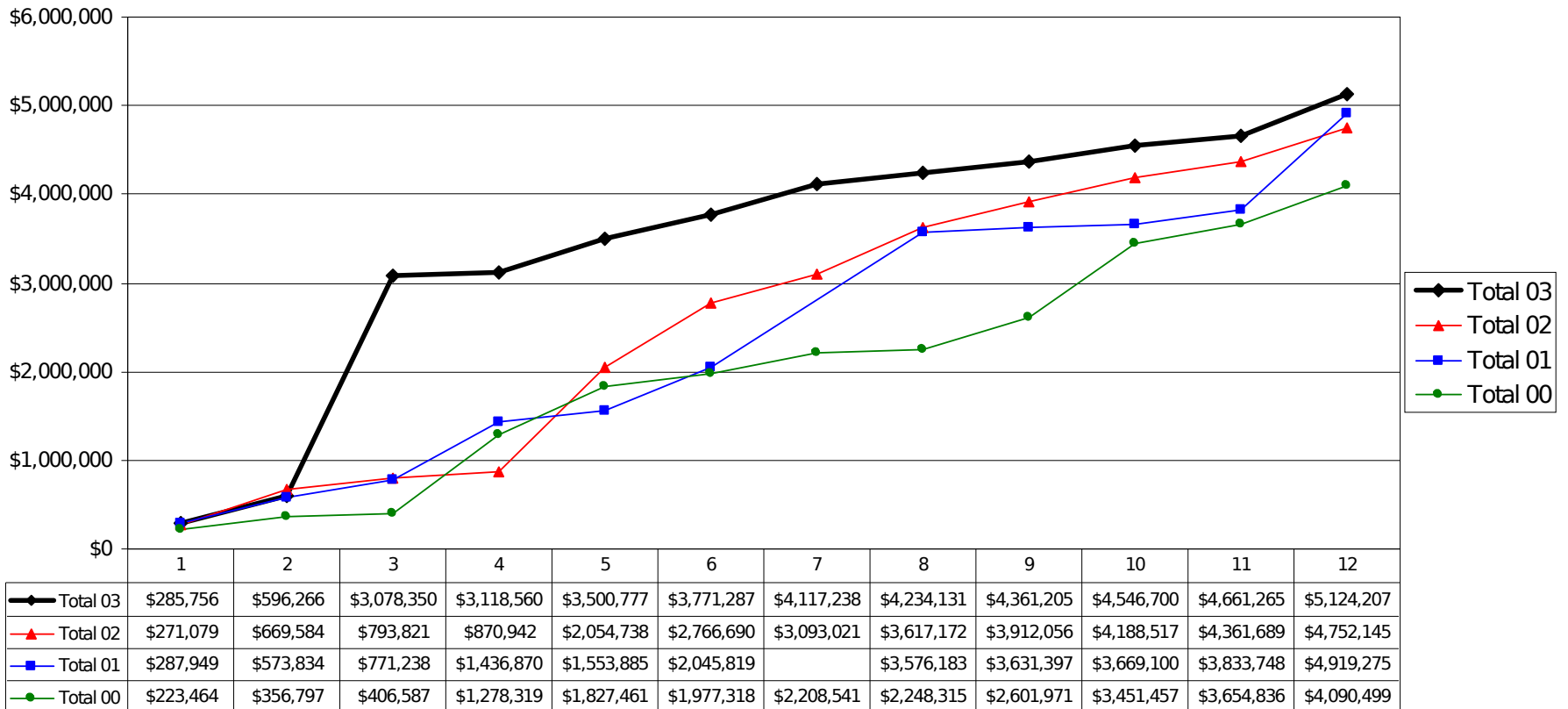
**SMC includes 61
CONS**

All Programs (\$M's) FY03

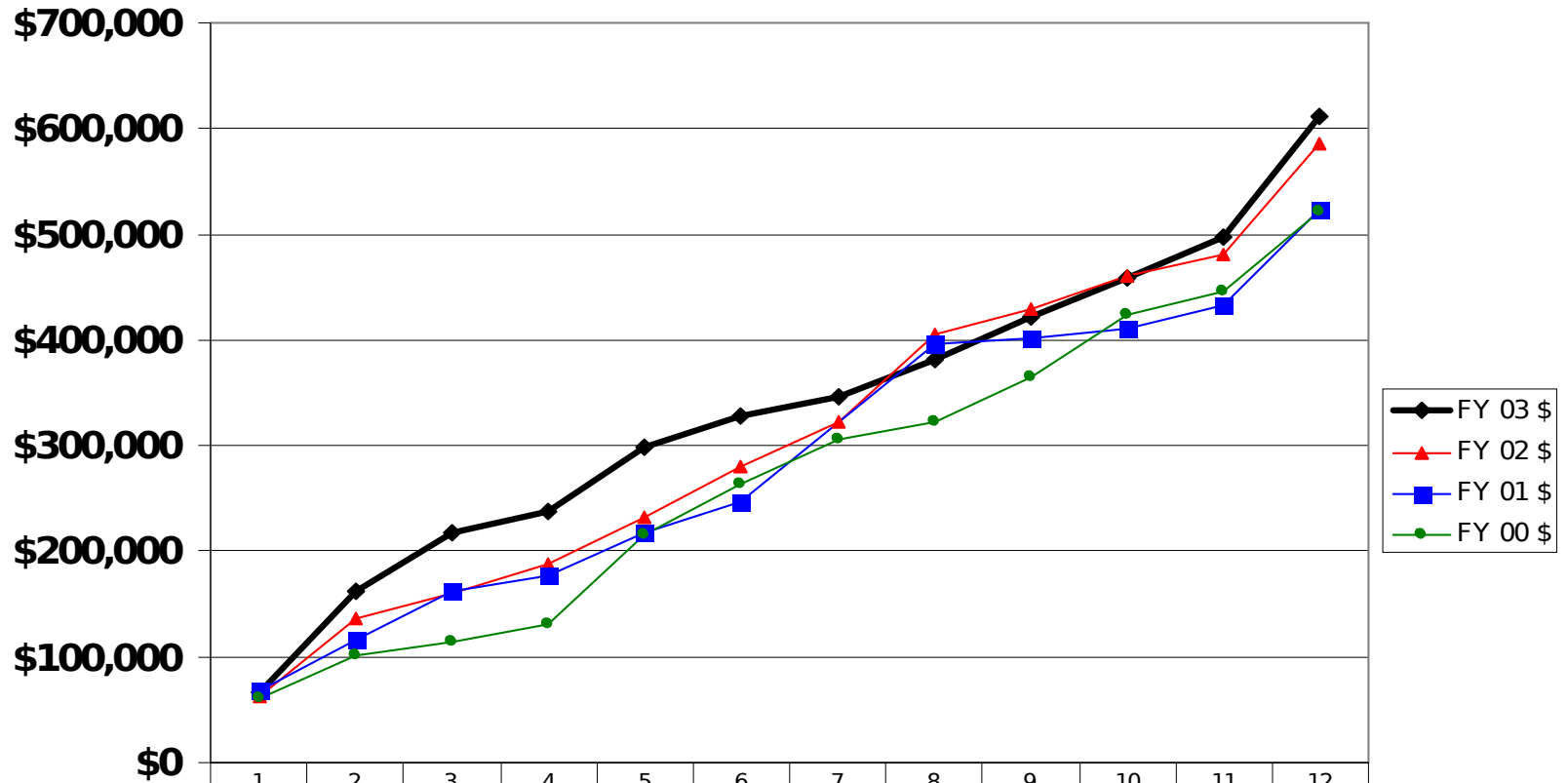
Entire command including SMC

<u>Category</u>	<u>Obligations</u>	<u>Achieved/Goal</u> 1
All Business	\$5,124,206	
SB	\$610,838	11.92% / 10.9%
SDB	\$314,286	6.13% / 4.3%
WOSB	\$99,738	1.95% / 4.0%
HUBZone	\$39,487	.77% / 3.0%
SDVOSB	\$8,839	.17% / 3.0%

Total Obs to US Business (\$000's) (All AFSPC incl SMC) FY 00 - FY 03

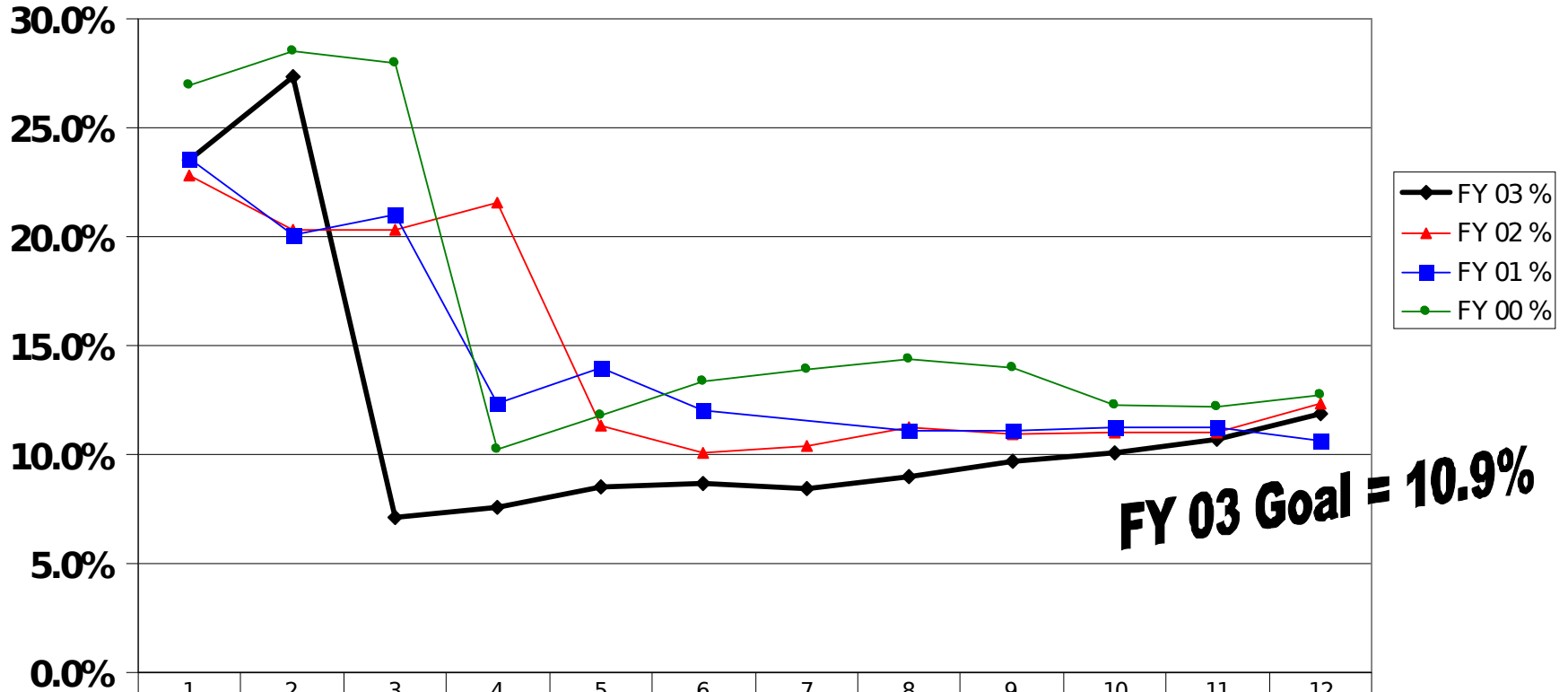


Small Business (\$000's) FY 00 - FY 03



◆ FY 03 \$	\$67,103	\$162,834	\$218,145	\$238,394	\$298,635	\$327,988	\$346,339	\$381,559	\$422,255	\$459,413	\$498,001	\$610,838
▲ FY 02 \$	\$61,789	\$135,603	\$160,734	\$187,942	\$233,023	\$280,202	\$321,665	\$405,886	\$428,400	\$460,402	\$481,456	\$585,312
■ FY 01 \$	\$67,902	\$115,206	\$162,030	\$177,708	\$217,409	\$246,058		\$396,784	\$401,572	\$411,595	\$432,162	\$523,348
● FY 00 \$	\$60,218	\$101,697	\$113,776	\$130,644	\$215,420	\$264,230	\$306,402	\$322,620	\$364,859	\$424,323	\$445,749	\$521,999

Small Business % FY 00 - FY 03

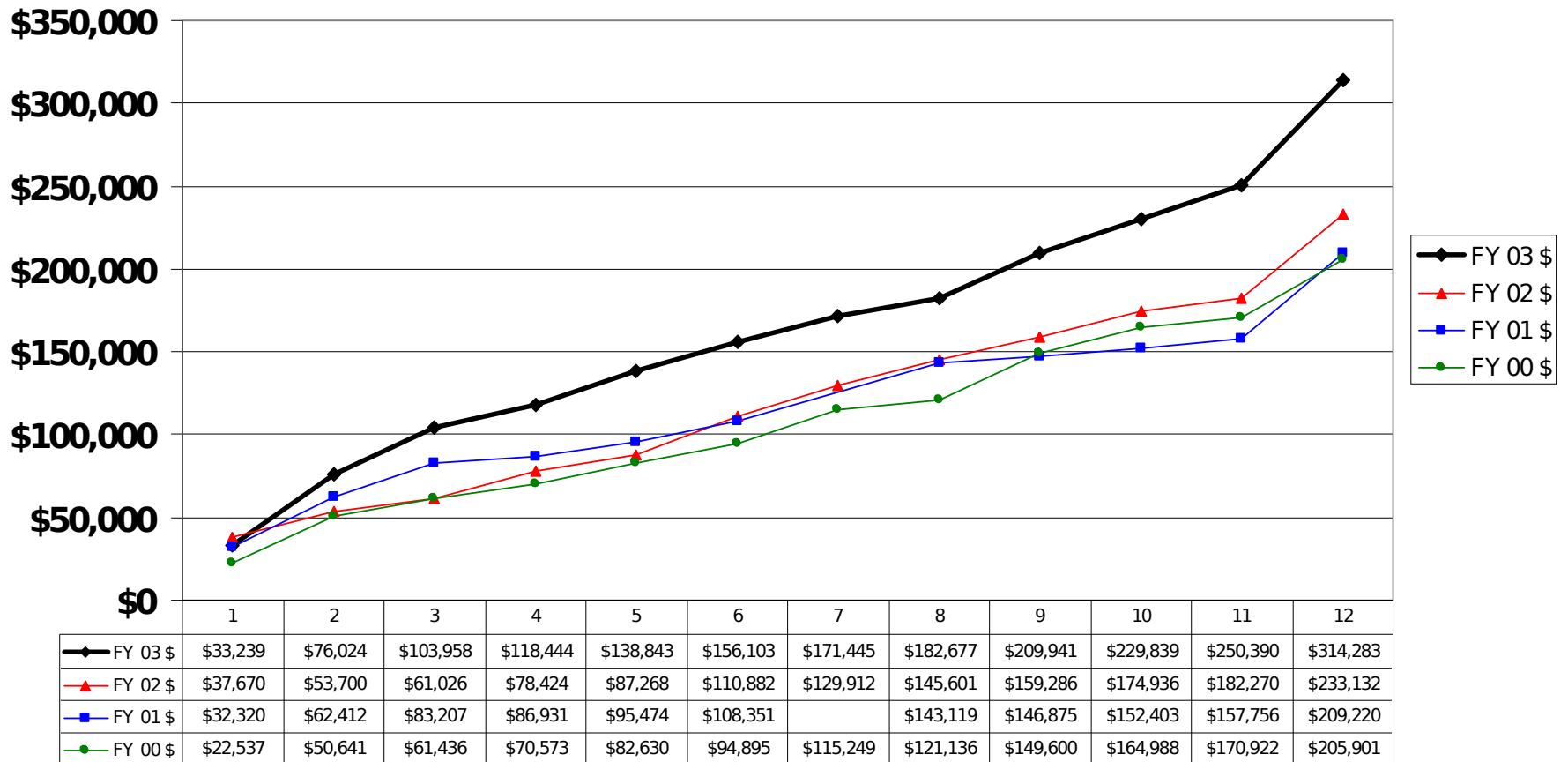


FY 03 Goal = 10.9%

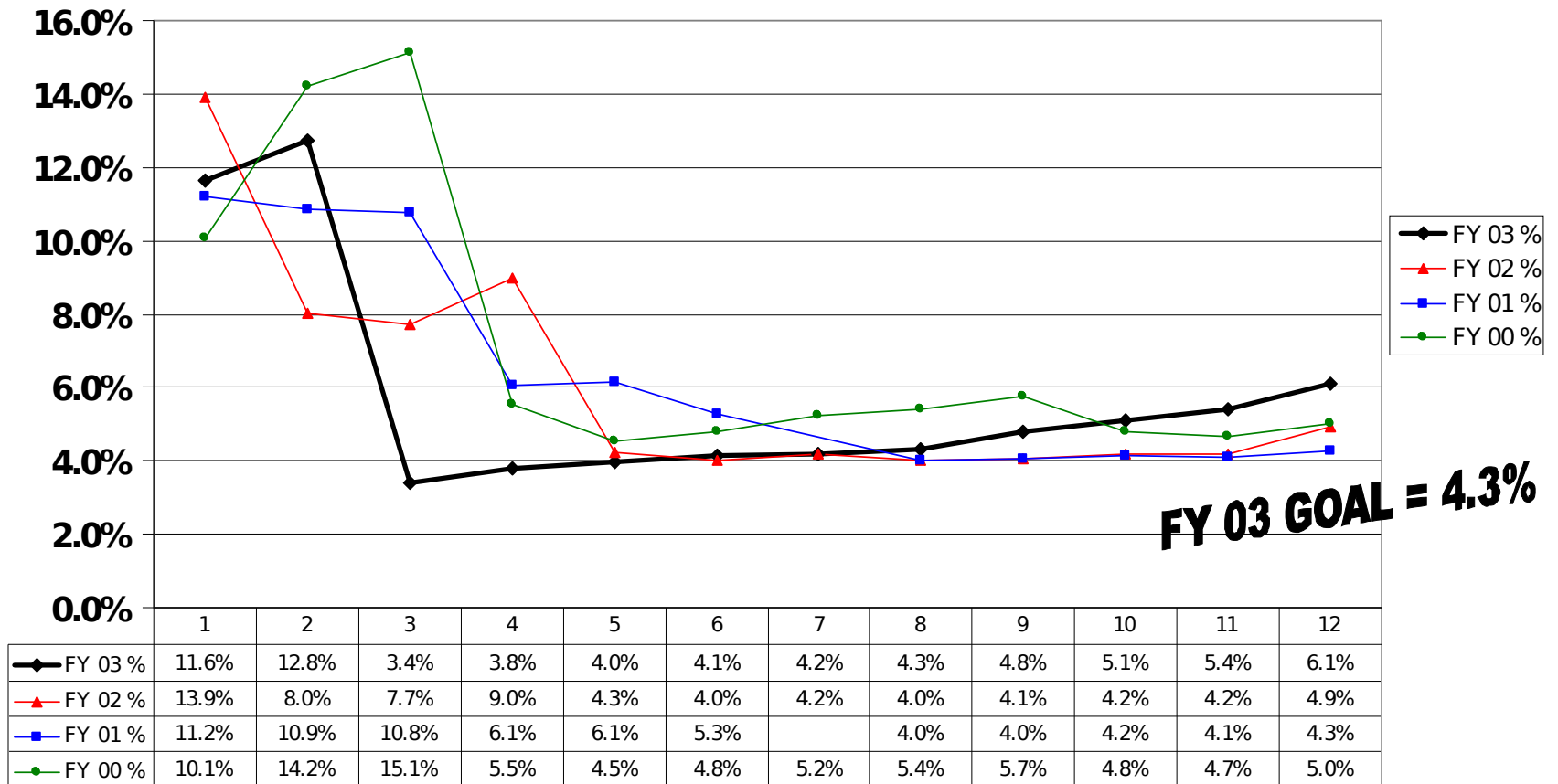
◆ FY 03 %	23.5%	27.3%	7.1%	7.6%	8.53%	8.7%	8.4%	9.0%	9.7%	10.1%	10.7%	11.9%
▲ FY 02 %	22.8%	20.3%	20.3%	21.6%	11.3%	10.1%	10.4%	11.2%	11.0%	11.0%	11.0%	12.3%
■ FY 01 %	23.6%	20.1%	21.0%	12.4%	14.0%	12.0%		11.1%	11.1%	11.2%	11.3%	10.6%
● FY 00 %	26.9%	28.5%	28.0%	10.2%	11.8%	13.4%	13.9%	14.3%	14.0%	12.3%	12.2%	12.8%

Small Disadvantaged Business (\$000's)

FY 00 - FY 03

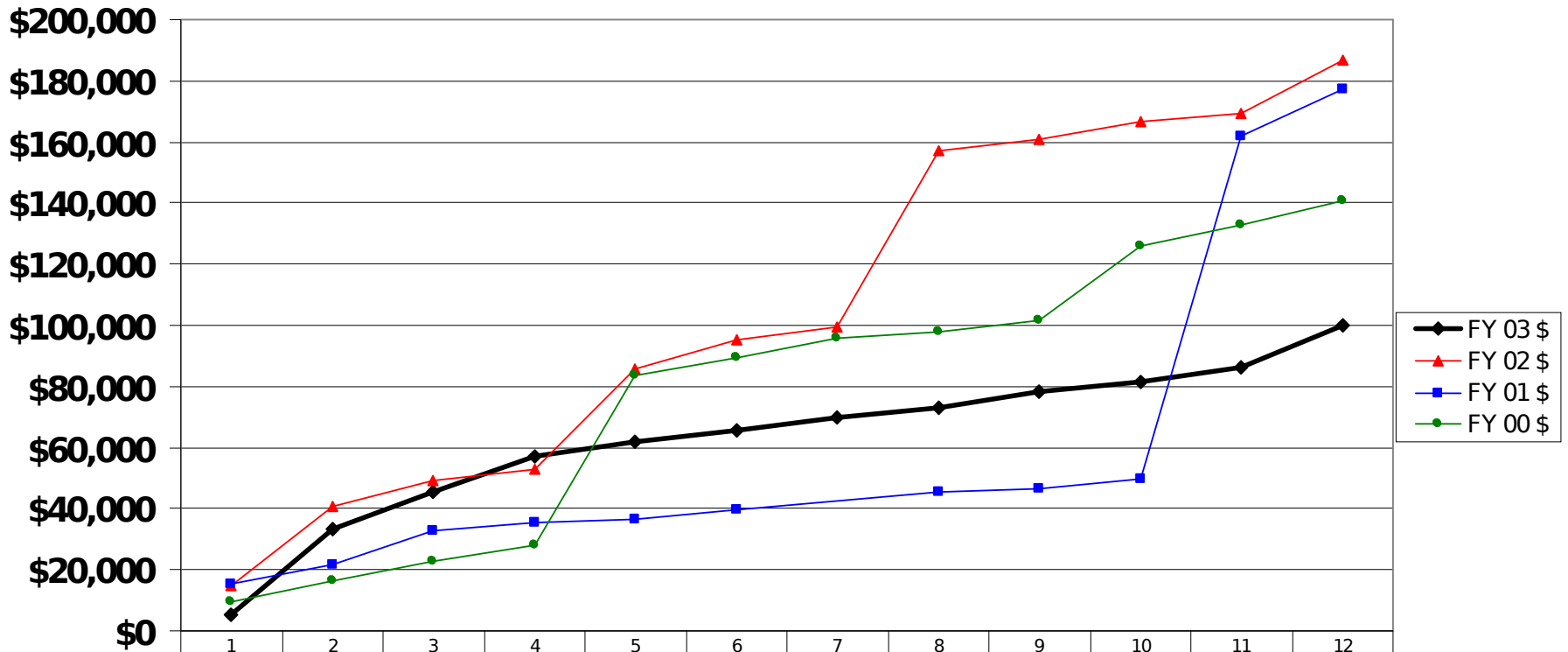


Small Disadvantaged Business % FY 00 - FY 03



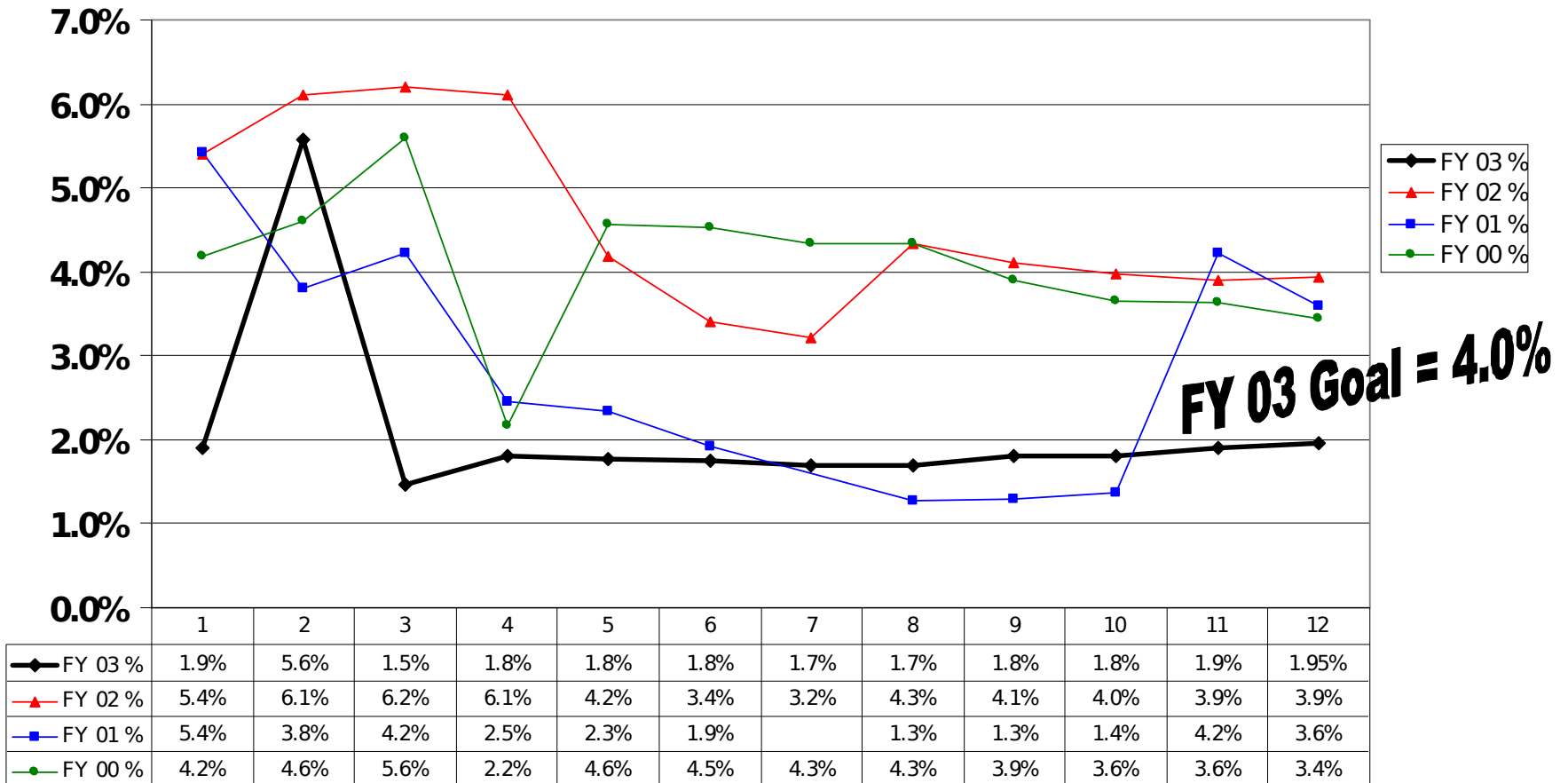
Women Owned Small Business (\$000's)

FY 00 - FY 03



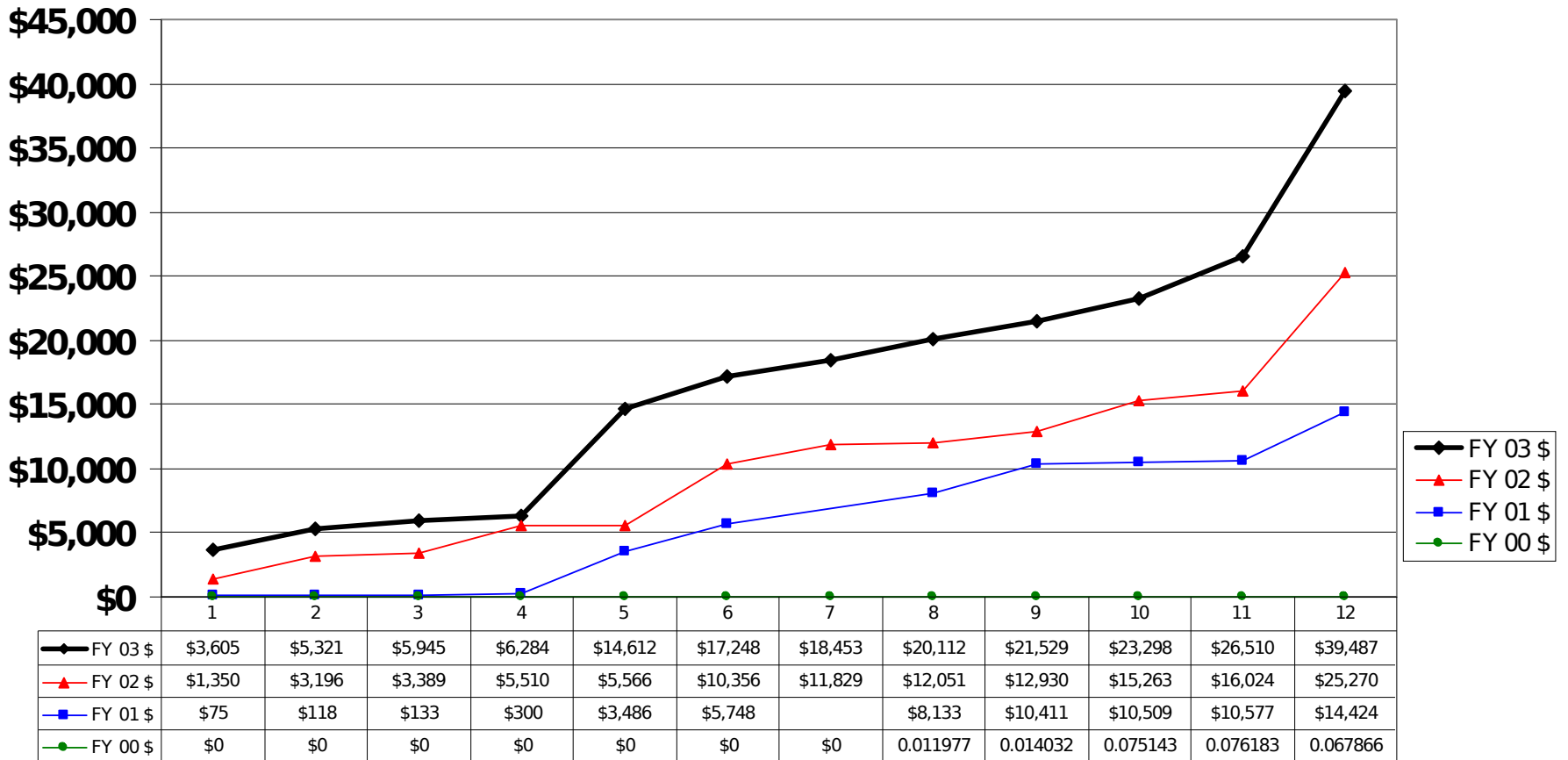
 FY 03 \$	\$5,424	\$33,285	\$45,313	\$57,289	\$61,713	\$65,837	\$69,814	\$73,221	\$78,498	\$81,528	\$86,420	\$99,738
 FY 02 \$	\$14,656	\$40,926	\$49,120	\$52,982	\$85,940	\$95,093	\$99,368	\$157,119	\$160,929	\$166,557	\$169,548	\$186,567
 FY 01 \$	\$15,606	\$21,822	\$32,589	\$35,209	\$36,399	\$39,450		\$45,569	\$46,743	\$49,948	\$162,115	\$177,028
 FY 00 \$	\$9,348	\$16,399	\$22,724	\$27,832	\$83,582	\$89,638	\$95,990	\$97,672	\$101,567	\$125,787	\$132,576	\$140,937

Women Owned Small Business % FY 00 - FY 03

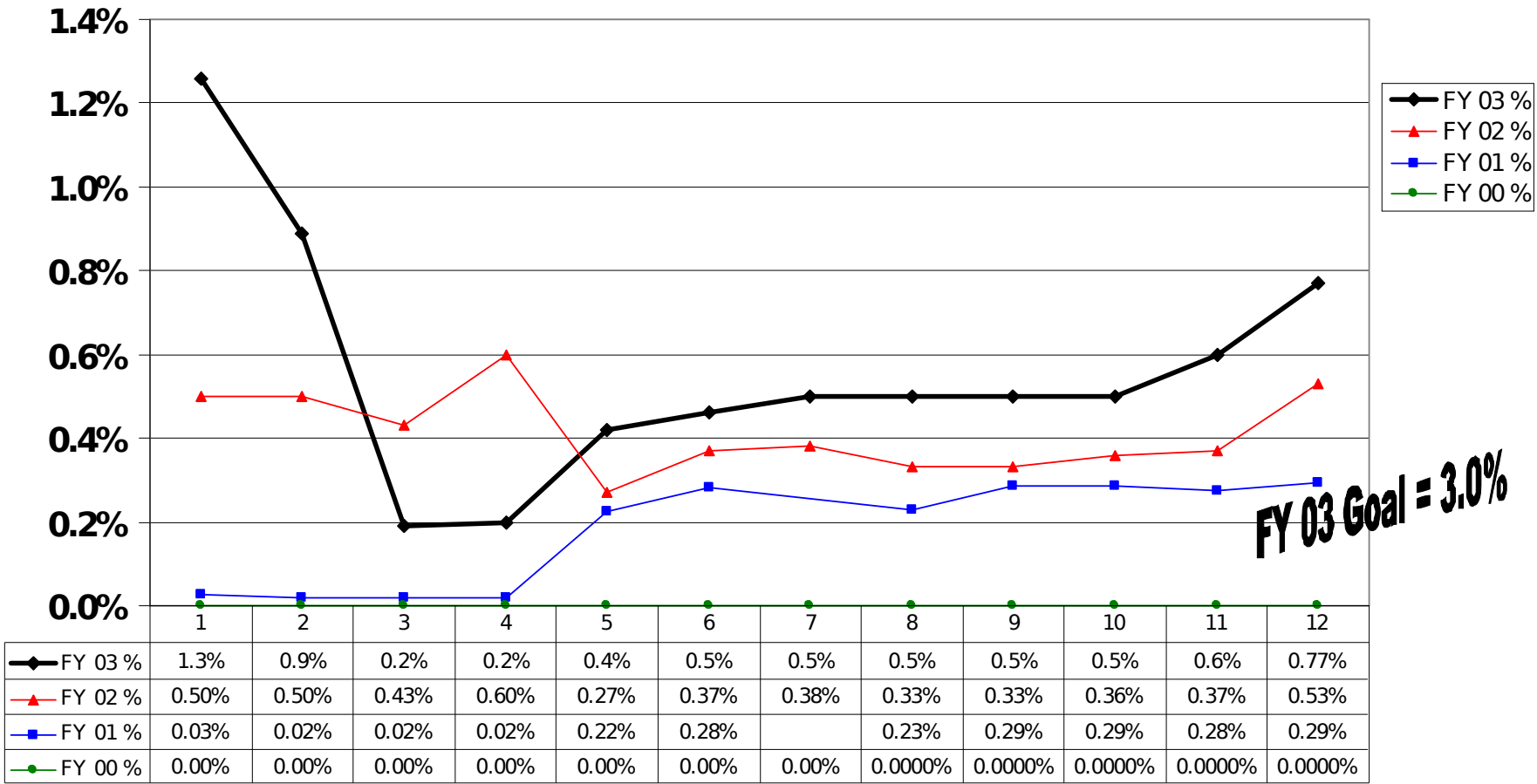


HUBZone (\$000's)

FY 00 - FY 03

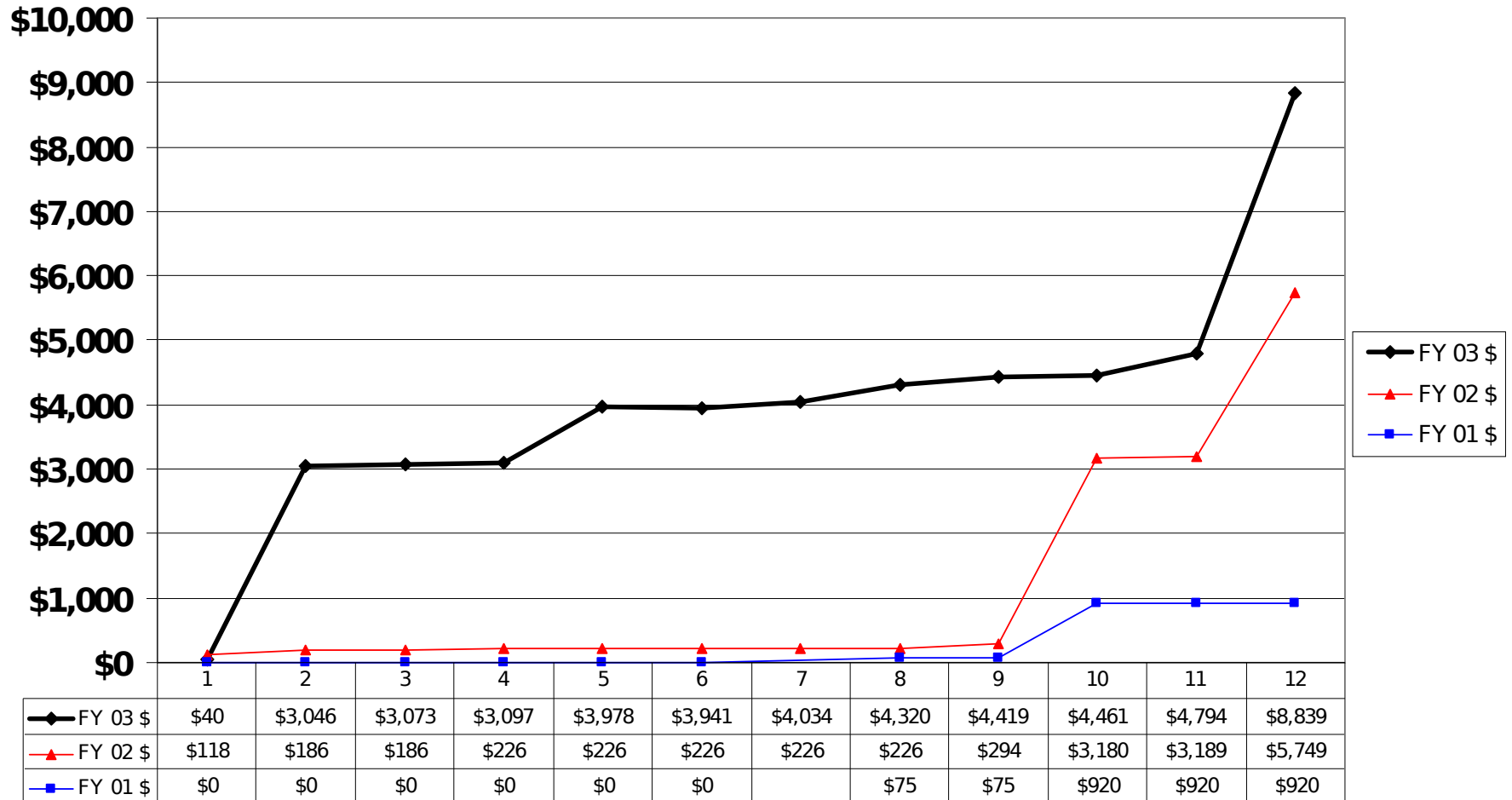


HUBZone % FY 00 - FY 03

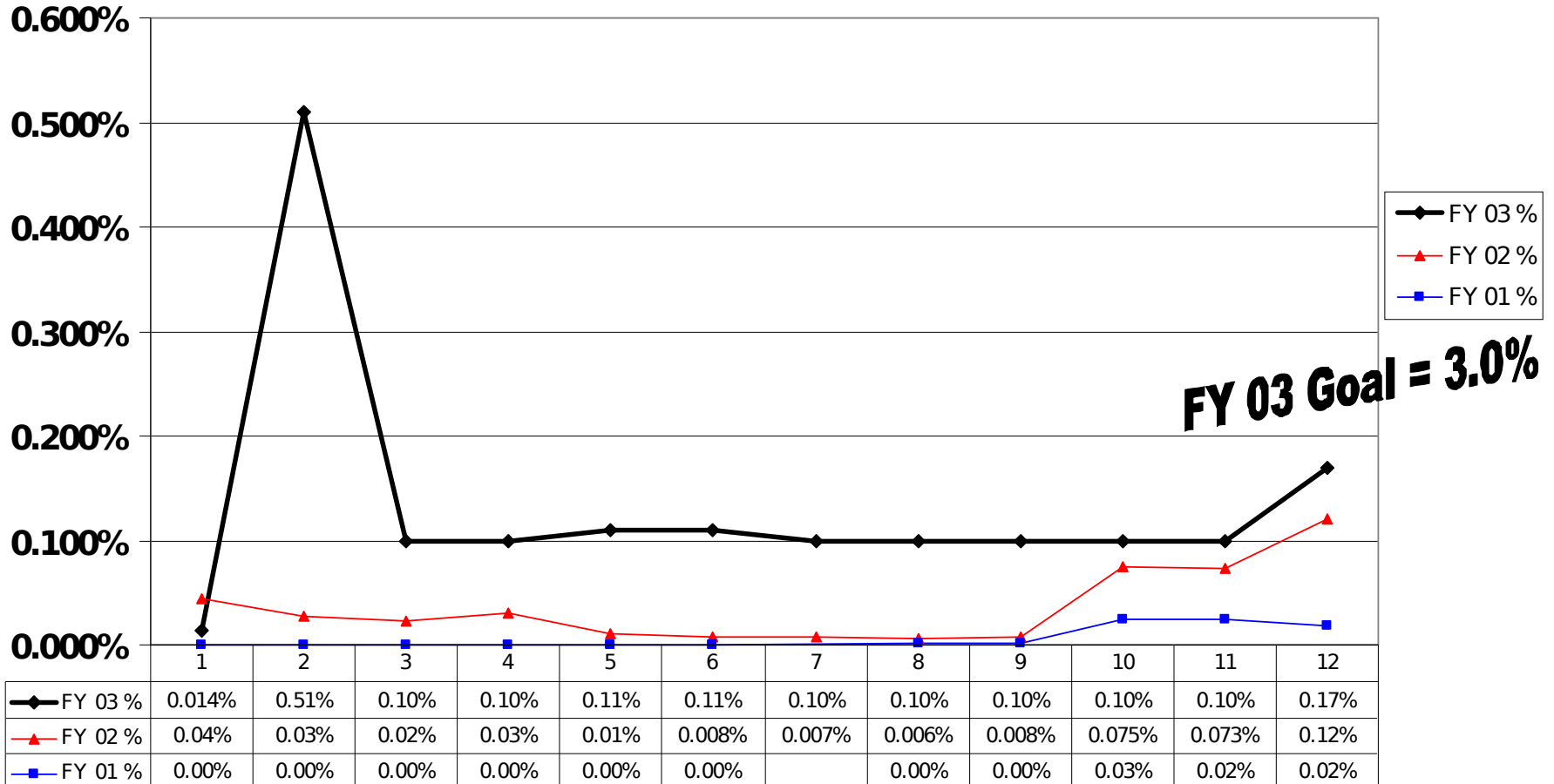


Service Disabled Veteran Owned Small Business (\$000's)

FY 00 - FY 03



Service Disabled Veteran Owned Small Business % FY 00 - FY 03



[illegible]

	21SW		30SW		45SW		50SW		90SW		341SW		460ABW		61 ABW	
	FY03 Goal	FY03 Actual	FY03 Goal	FY03 Actual	FY03 Goal	FY03 Actual	FY03 Goal	FY03 Actual	FY03 Goal	FY03 Actual	FY03 Goal	FY03 Actual	FY03 Goal	FY03 Actual	FY03 Goal	FY03 Actual
Sm Busn	33.8%	36.23%	60.0%	61.90%	27.8%	32.75%	23.2%	35.32%	83.1%	92.28%	78.6%	74.44%	65.00%	84.94%	N/A	80.69%
SDB	20.6%	23.73%	38.7%	36.98%	17.6%	18.83%	7.4%	28.44%	31.7%	45.91%	7.5%	14.75%	42.40%	45.65%	N/A	20.21%
WOSB	6.4%	8.86%	12.8%	11.49%	1.8%	2.93%	2.8%	3.67%	9.4%	13.11%	13.0%	12.56%	2.30%	4.40%	N/A	31.91%
HUBZone	1.3%	2.06%	0.5%	0.40%	1.3%	2.73%	0.6%	2.13%	2.6%	16.87%	10.0%	21.52%	2.80%	2.53%	N/A	3.25%
SDVOSB	0.5%	0.25%	0.5%	1.34%	0.5%	0.18%	0.6%	0.79%	0.5%	7.60%	3.0%	1.31%	0.50%	0.35%	N/A	0.00%

Order of Precedence

1. Either 8(a) (sole source or competitive) or HUBZone (sole source or competitive)
2. Small Business Set-Aside
3. Full & Open Competition

DoD SB Program Reinvention

- Previously Formula-driven goals; annual letter grades—A thru F
- Starting FY 04, agencies allowed to develop their own SB goals based upon future requirements, however, letter grades still issued
 - Goal development philosophy flowed down to wings but not letter grading
- Waiting for official FY 04 goals from SAF/SB to compare with wing projections prior to issuing FY 04 SB goals to wings

DoD SB Program Reinvention

- Reporting/reviews/briefings

- Minimum twice a year
- SECAF to USD(AT&L)
- MAJCOMS to SAF/SB
- Directors to MAJCOM/CC
- SBS to wing/center/CC

Mid-Year and Annual Achievement report

- Waiting for format/guidance from SAF/SB for FY 03 annual Achievement Report; wings don't submit mid-year report

Small Business Awards

- Separate SB awards through SAF/SB
- -- Special Achievement Individual (1 ea for PT & FT)
- -- Special Achievement Activity (1 ea for PT & FT)
- Delineated in AFI 36-2834
- Possible new category this year—more info to come
- Call for nominations forthcoming

4 AF SB Initiatives FY04

- Increase Outreach and Prime Contract Awards to WOSB
- Enhance Opportunities for Service Disabled Veteran Owned Small Business
- Identify and Utilize HUBZone Small Business Competitive Advantages
- Small Business Strategic Sourcing-Countering Contract Bundling

DD 350—Plan for Accuracy

- AFSPCCL 64-4 requires SBS to verify accuracy of SB award information in DD Form 350 and DD Form 1057
- SBS should download DD350 “register” monthly or quarterly for inspection
- Literally \$M’s worth of SB credit is not being received as a result

Questions?

